

Message Text

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ACTION NEA-10

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E.O. 11652: GDS
TAGS: PFOR MASS EG
SUBJ: SALE OF C-130 AIRCRAFT

REF: A. STATE 086557 (NOTAL) B. CAIRO 4872 (NOTAL)
C. STATE 090100 (NOTAL); D. CAIRO 5092 (NOTAL)

1. DATT AND AIRA MET WITH MAJ GEN SHAWKET, DIRECTOR OF MILITARY INTELLIGENCE (DMI), AT 191100 LOCAL APRIL 1976. GENERAL SHAWKET INTRODUCED THE EGYPTIAN AF TEAM GOING TO THE US TO COORDINATE THE C-130 BUY. THE EGYPTIAN TEAM CONSISTS OF THE FOLLOWING: MAJ GEN HOSSAM AHMED EL BASHARY (PILOT AND TEAM LEADER); COL HOSSAM HASSAN MOHAMED SALAMA; COL SOBHY BOTROS EL TAWIL; AND COL HAMZA KAMEL ABDEL WAHAB.

2. DATT PRESENTED A COPY OF THE ILLUSTRATIVE QUESTIONS (REFTEL C) FOR CONSIDERATION OF TEAM. TEAM LEADER, MAJ GEN BASHARY, INDICATED THE FOLLOWING:
A. TEAM SHOULD ARRIVE DULLES AIRPORT AFTERNOON OF 23 APRIL.
B. EGYPTIANS HAVE DECIDED TO BUY THE C-130 "H" MODEL AIRCRAFT.
C. TEAM WOULD LIKE TO VISIT A USAF BASE, PREFERABLY

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ONE THAT SUPPORTS C-130 AIRCRAFT.

D. WILL TEAM BE REQUIRED TO MOVE TO OTHER LOCATIONS
IN THE CONUS? IF SO, WHO SHOULD ARRANGE, PAY, ETC?

3. BEFORE INTRODUCING THE EAF TEAM, GEN SHAWKET, DMI
INDICATED THAT TEAM WOULD NOT HAVE AUTHORITY FOR FINANCIAL
DECISIONS. HOWEVER, THEY WOULD BE AUTHORIZED TO DISCUSS
OPTIONS VERSUS COSTS. MOREOVER, DMI INDICATED THAT
GEN GAMASY, MINISTER OF WAR, WAS HOPEFUL THAT CONTRACT
WOULD BE CONCLUDED BETWEEN THE EGYPTIAN MINISTRY OF
WAR AND THE US DEPARTMENT OF DEFENSE. DMI AGAIN
INDICATED TO DATT IMPORTANCE ATTACHED TO EXPEDITED
DELIVERY OF THE C-130S. THIS WILL UNDOUBTEDLY BE A
MAJOR PROPELLING FACTOR IN ANY DECISION MADE BY THE
EGYPTIAN TEAM IN RESPONSE TO US PROPOSALS.

4. ANOTHER KEY EGYPTIAN FACTOR EMERGING IN OUR
PRELIMINARY DISCUSSIONS WILL BE FINANCIAL COSTS.
EGYPTIANS, AT THIS STAGE, ARE INCLINED TO TAKE IRANIAN
OR SAUDI TRAINING BECAUSE, IN THEIR WORDS, " IT IS
BEING OFFERED COST-FREE". DATT PITCHED QUALITY OF US
TRAINING AND DESIRABILITY OF EXPOSING EGYPTIAN OFFICERS
TO THE US AS BEING STRONG CONSIDERATIONS FOR THE
CASE OF US TRAINING. HOWEVER, UNLESS US TRAINING
PACKAGE COSTS CAN BE REDUCED SUBSTANTIALLY AND/OR
TEAM CAN BE CONVINCED OF THE DESIRABILITY TO TRAIN
IN THE US, WE FEEL THE EGYPTIANS WILL PROBABLY OPT
FOR THE MORE COMPETITIVE " COST-FREE" TRAINING.

5. DATT RE-EMPHASIZED TO DMI AND THE TEAM LEADER
THAT THE MODE OF THE USG IS ONE OF CUSTOMERS SATISFACTION
AND THAT ALL PROPOSALS PRESENTED SHOULD BE VIEWED BY
THE TEAM OBJECTIVELY. EGYPTIAN TEAM DECISIONS SHOULD
BE MADE SOLELY ON THEIR AGREEMENT WITH THE PROPOSALS
AND ANY OTHER PURELY EGYPTIAN REQUIREMENTS.

6. DATT PLANS AT LEAST ONE MORE MEETING WITH TEAM.
FINAL ARRANGEMENTS OF TRAVEL, ETC., WILL BE REPORTED
AT THAT TIME.
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